

Message Text

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TAGS: BEXP, IR
SUBJ: UNDER SECRETARIAL TASK FORCE ON U.S. FOOTWEAR:
CONTINUING IDENTIFICATION OF TRADE OPPORTUNITIES FOR
LEATHER SHOES AND BOOTS.

REF: TEHRAN 2728, STATE 078081, STATE 065524.

1. POST WILLING TO DO UTMOST TO PROMOTE U.S. FOOTWEAR;
HOWEVER, IN GENERAL IMPORTATION OF SHOES INTO IRAN IS
UNAUTHORIZED UNDER THE FOLLOWING BTN NUMBERS 64.01,
64.02, 64.03 AND 64.04. SOME SHOES UNDER ABOVE REFERNCED
TARIFF NUMBERS WERE IMPORTED BY IRANIANS RETURNING FROM
ABROAD. THE TOTAL VALUE OF LEATHER SHOES IMPORTED
BETWEEN MARCH 21, 1976, AND MARCH 20, 1977, WAS RIALS
3,971,394 (DOLS 56,848). THE OVERWHELMING MAJORITY OF
THESE WERE FROM ITALY (DOLS 52,000). FROM MARCH 21, 1977,
THROUGH JUNE 22, 1977 (THE LATEST STATISTICS AVAILABLE)
RIALS 657,419 (DOLS 10,000) WORTH OF SHOES HAVE
BEEN IMPORTED. THE DUTY ON SHOES BROUGHT IN IN THIS
FASHION IS 35 PERCENT PLUS 600 RIALS PER KILO COMMERCIAL
BENEFIT TAX (CBT). THESE FIGURES ARE FROM
FOREIGN TRADE STATISTICS OF IRAN PUBLISHED BY THE
IRAN CUSTOMS ADMINISTRATION.

2. RESPONSE TO SPECIFIC QUESTIONS AS FOLLOWS:
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A) IT IS HIGHLY UNLIKELY THAT BIDS FROM U.S. INDUSTRY
WOULD BE CONSIDERED FOR ANY FUTURE PROCUREMENT FOR THE
REASONS GIVEN ABOVE.
B) MAILMEN, MILITARY AND POLICE OFFICERS BUY THEIR OWN
SHOES. THE ARMY AND POLICE FORCE ARE SUPPLIED WITH
SHOES MADE IN IRAN BY MELLI SHOE COMPANY, THE MAJOR
PRODUCER OF SHOES IN IRAN. MELLI ALSO EXPORTS SHOES TO

THE SOVIET UNION AND PERSIAN GULF REGION.

C) THERE ARE NO STANDARD TENDER REGULATIONS APPLICABLE TO ALL PUBLIC-SECTOR PROCUREMENT BODIES. EMBASSY IS OBTAINING COPIES OF DOCUMENTS FOR RECENTLY ISSUED TENDERS FOR MILITARY FOOTWEAR AND WILL POUCH THEM AS SOON AS THEY HAVE BEEN TRANSLATED.

D) THE EMBASSY IS UNAWARE OF ANY BIDDABLE PROSPECTS.

3. THE IMPORTATION OF SPECIAL ATHLETIC SHOES WITH PRIOR PERMISSION OF MINISTRY OF COMMERCE AFTER CONSULTING WITH PHYSICAL TRAINING ORGANIZATION SUBJECT TO THE PAYMENT OF 100 RIALS COMMERCIAL BENEFIT TAX (CBT) PER KILO IS AUTHORIZED. THE IMPORTATION OF SPECIAL SKI BOOTS AND GOLF SHOES WITH THE SAME CONDITIONS AS THE ABOVE IS ALLOWED EXCEPT PAYMENT OF 500 RIALS CBT PER PAIR IS REQUIRED. BALLET SHOES ARE IMPORTABLE AND EXEMPT FROM CBT. IMPORTATION OF WELTS BY WORKSHOPS DEALING IN THE EXPORT OF SHOES IS AUTHORIZED WITH PRIOR APPROVAL OF MINISTRY OF COMMERCE AFTER CONSULTING WITH MINISTRY OF INDUSTRIES AND MINES IN EACH CASE. EMBASSY SUGGESTS U.S. FIRMS INTERESTED IN EXPORTING THE ABOVE LINES OBTAIN AN IRANIAN AGENT OR DISTRIBUTOR.

4. SPECIAL ORTHOPEDIC SHOES WHICH QUOTE COMPENSATE FOR A DEFECT OR DIABILITY UNQUOTE ARE IMPORTABLE WITH A 10 PERCENT DUTY UNDER BTN 90,19. U.S. FIRMS INTERESTED
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IN THIS LINE MAY CONSIDER SENDING A SPECIALIZED SALESMAN AFTER RESEARCHING LOCAL MARKET. THE ABOVE INFORMATION IS FROM 'GENERAL EXPOR-IMPORT REGULATIONS' FOR THE IRANIAN YEAR 2536 (MARCH 21, 1976-MARCH 20, 1977) PUBLISHED BY THE MINISTRY OF COMMERCE.

5. FYI: FOOTWEAR INDUSTRY AND MARKET IN IRAN DISCUSSED IN QUOTE TEXTILE AND WEARING APPAREL UNQUOTE CHAPTER OF IRAN SECTORAL STUDY PUBLISHED UNDER TITLE IRAN: A SURVEY OF U.S. BUSINESS OPPORTUNITIES' OCTOBER 1977.
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